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CONTACT US

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(315) 471-9288 Fax

Albany
1 Computer Drive South
Albany, NY 12205
(518) 446-1118 Phone
(518) 446-1228 Fax

Elmira
333 E. Water Street
Elmira, NY 14901
(607) 734-8130 Phone
(607) 733-4656 Fax

ONLINE

<http://www.sba.gov/localresources/district/ny/syracuse/index.html>

All SBA programs and services are provided on a nondiscriminatory basis.

Comments regarding the newsletter are always welcome.

Contact Virginia Smith at virginia.smith@sba.gov or (315) 471-9393 ext. 250.

SBA Announces New Lender Oversight Regulations

On December 11, 2008 SBA issued an interim final rule for new lender oversight regulations in the guaranteed loan program. The regulations, which take effect on January 12, 2009, give SBA greater enforcement authority and increase transparency on how risk is evaluated.

The interim final rule codifies a new framework for SBA's lender oversight program to ensure that directions are clear and transparent to lenders and the public. It clarifies supervision and enforcement actions for all SBA lenders and partners including banks, Small Business Lending Companies, Certified Development Companies, Microloan Intermediaries, and SBA's National Technical Assistance Providers network.

"As the economy continues to face challenges, government accountability and transparency is essential," said SBA Acting Administrator Sandy K. Baruah. "With the new lender oversight regulation, SBA is making a

commitment to balancing the need for supervision with the flexibility to achieve our mission of providing capital to small businesses."

SBA first published the proposed lender oversight regulations in October 2007. In response, the agency received nearly 300 public comments and met with lenders to address key issues. SBA took these comments seriously and revised the regulation. By implementing the changes as an interim final rule, SBA is responding to the market's need for increased oversight, yet still leaving the door open for additional public comment.

"Given the difficult economy, SBA must do whatever it can to protect small businesses and the nation's taxpayers from unnecessary risk," said Baruah. "With improved oversight, SBA is taking action to reduce the potential for waste, fraud, and abuse in its loan programs."

For more information on the interim final rule or to share your comments, visit www.regulations.gov.

USCIS/(INS) Contact Information

The U.S. Citizenship and Immigration Services, USCIS/(INS) has made available the following toll free number and e-mail address for information regarding submitted forms G-845 and G8455:

1. **(877) 469-2563** – This is for status Inquiries if a submitted Form G845, Verification Request (Non-SAVE agencies), has exceeded a processing time of 10 business days. The 10 business days start at the date that USCIS receives the request, not the date mailed. If a lender includes return (prepaid) FedEx envelopes, USCIS will use them. Please do not call any other number for SAVE (Systematic Alien Verification for Entitlements) or USCIS as they will not be equipped to verify this information.

The SAVE program is an intergovernmental, information-sharing initiative designed to aid participating agencies and licensing bureaus in verifying an applicant's immigration status—SBA is a participating SAVE agency.

It is important that lenders do not resend (unless the 1-877 number indicates that USCIS does not have the request and asks that the lender resends) duplicate G-845 for verification as this will only bog down the system.

2. SAVE.Help@dhs.gov -- For USCIS policy questions (e.g., completion of the form, etc.), please contact the SAVE office by this email address. This is not to be used for status inquiries.

There have been some lenders/CDCs whose verification requests have been returned. However the number of returns have been significantly reduced. Lenders should be careful to use their full name, and the CDCs should use their legal name not their "dba" name. However, if it should happen that the request is returned, please notify the Syracuse District Office.

Updated IRS Service Centers Information

Below are updated contact points and telephone numbers for IRS Service Centers, which are to be used to request copies of IRS tax transcripts to verify business financial information included in SBA loan applications. The contacts apply only to the 7(a) and 504 Loan Programs. Lenders are reminded that they may request tax transcripts from any IRS center, not necessarily the one closest to them.

Lenders are also reminded that all SBA 7(a) and 504 related requests for IRS tax transcripts must be submitted to IRS Service Centers using the new IRS Form 4506-T. A copy of Form 4506-T is available on SBA's Banking site (<http://www.sba.gov/aboutsba/sbaprograms/elending/index.html>). Please note that SBA's logo must be included at the top of the form to ensure SBA related requests are expedited and to ensure there will be no charge for the transcripts.

In addition, SBA issued Information Notice 5000-1087 on December 19, 2008, which provided details on the **new expedited service** through which lenders can expeditiously confirm the income of a borrower during the processing of a loan application: Income Verification Express Service (IVES) program. Under IVES, the IRS can electronically provide tax return transcript, W-2 transcript and 1099 transcript information generally within 2 business days to a third party with the consent of the taxpayer. The transcript information is delivered to a secure mailbox based on information received from a Form 4506-T. A \$4.50 fee is imposed on each transcript requested. It is expected that this process will replace the current process. Information can be found at <http://www.irs.gov/individuals/article/0,,id=161649,00.html>

IRS Service Campus Address, Managers, and Phone Numbers (Form 1040 series and Form W-2)

IRS Campus	Address	Manager	Phone	Fax
Andover	310 Lowell St. Stop 679 Andover, MA 01810	Helen Furey – Manager Peter R. St. Pierre – Lead Amanda Walton – Lead	(978) 247-9251 (978) 247-9250	(978) 247-9255 (978) 247-9256 (978) 247-9257

All Other Transcripts (Form 1065 and 1120 series)

If individual lived in or the business was in:	Mail or fax to the Internal Review Service At:	Manager	Phone	Fax
New York	RAVIS Team P O Box 145500 Stop 2800F Cincinnati, OH 45250	Christina Pickett	(859) 669-2126	(859) 669-3592

Lenders Take Advantage of S/RLA Initiative

Three lenders in the Syracuse District Office have taken advantage of the new Small/Rural Lender Advantage Initiative (S/RLA).

Community Bank, Oneida Savings Bank and Watertown Savings Bank submitted loans for S/RLA for small businesses in Clinton, Cortland, Jefferson, Madison, and Tioga Counties.

The lenders report quick and friendly service at the Standard 7A processing center. The process took one to three businesses days including the center requesting additional information via a faxed letter together with a phone call to discuss the applicant's credit

history with the lender.

Lenders are using this program for the higher guaranty (75%-85%) and streamlined paperwork.

S/RLA is a component of SBA's 7(a) loan guarantee program and is designed to encourage small community/rural lenders that qualify to partner with SBA by simplifying and streamlining SBA's application process.

If you have any questions on S/RLA or any other SBA loan program, please contact your local Syracuse District Office representative.

Syracuse District FY 2008 Lender Awards

M&T Bank

Top Large Commercial Lender
(based on asset size of >\$10 billion)
129 loans @ \$17,373,400

Top Third Party Lender
8 loans
(an increase of 60% over FY2007)

Presented by Bernard J. Paprocki, District Director to
Lee DeAmicis, Administrative VP and
Allen Naples, President CNY



First Niagara Bank

Top Large Community Lender
(based on asset size of \$1 - \$10 billion)
52 loans @ \$2,834,500

Presented by Bernard J. Paprocki, District Director to
Daniel O'Donnell, Senior VP Business Banking and
Peter Cosgrove, Senior VP Corporate Banking



Oneida Savings Bank

Top Small Community Lender
(based on asset size of <\$1 billion)
16 loans @ \$1,714,500
(an increase of 100% over FY2007)

Presented by Bernard J. Paprocki, District Director to
Michael Kallet, President and
Oneida Savings Bank SBA Loan Officers



Syracuse SBA District - YTD 2009 by County
YTD - October 1, 2008 - December 31, 2008

	<u>504 Approvals</u>		<u>7(a) Approvals</u>		<u>Total 7(a) & 504</u>	
Albany	1	\$453,000	9	\$1,124,500	10	\$1,577,500
Broome			10	\$932,700	10	\$932,700
Cayuga	1	\$922,000			1	\$922,000
Chemung			7	\$1,735,000	7	\$1,735,000
Chenango			5	\$300,000	5	\$300,000
Clinton			7	\$1,092,600	7	\$1,092,600
Columbia	1	\$75,000	2	\$29,000	3	\$104,000
Cortland			3	\$87,500	3	\$87,500
Delaware						
Essex						
Franklin						
Fulton						
Greene						
Hamilton			3	\$120,000	3	\$120,000
Herkimer			1	\$100,000	1	\$100,000
Jefferson			9	\$757,400	9	\$757,400
Lewis						
Madison			4	\$145,000	4	\$145,000
Montgomery	1	\$119,000	1	\$10,000	2	\$129,000
Oneida			13	\$2,128,700	13	\$2,128,700
Onondaga	2	\$207,000	21	\$3,003,000	23	\$3,210,000
Oswego	3	\$288,000	7	\$854,598	10	\$1,142,598
Otsego			1	\$125,000	1	\$125,000
Rensselaer			4	\$353,100	4	\$353,100
Saint Lawrence			1	\$91,900	1	\$91,900
Saratoga			20	\$1,891,556	20	\$1,891,556
Schenectady	1	\$557,000	3	\$120,000	4	\$677,000
Schoharie						
Schulyer						
Steuben			15	\$1,131,300	15	\$1,131,300
Tioga			2	\$120,000	2	\$120,000
Tompkins			5	\$1,977,230	5	\$1,977,230
Warren			3	\$499,100	3	\$499,100
Washington						
YTD Total	10	\$2,621,000	156	\$18,729,184	166	\$21,350,184

Syracuse SBA District Approvals YTD FY2009 (10/1/08-12/31/08)

ranked by dollar amount of total loans

SBA 7(a) Loan Approvals

M&T Bank	33	\$4,667,000
New York Business Dev. Corp.	8	\$2,833,756
TDBanknorth	4	\$1,604,100
Small Business Loan Source, LLC	1	\$1,046,000
Glens Falls National Bank	1	\$777,000
CIT Small Business Lending Corp.	1	\$595,000
Ballston Spa National Bank	8	\$574,000
Community South Bank	1	\$552,000
Corning FCU	6	\$486,600
Community Bank	7	\$454,300
First Niagara Bank	12	\$449,000
Five Star Bank	10	\$444,700
NBT Bank, National Association	6	\$404,000
Watertown Savings Bank	5	\$375,000
Home Loan Investment Bank	2	\$375,000
Berkshire Bank	1	\$300,000
HSBC Bank	5	\$295,000
Chemung Canal Trust Company	2	\$287,230
Saratoga National Bank	2	\$285,000
Unity Bank	2	\$275,000
Citizens Bank	9	\$236,200
Tioga State Bank	1	\$180,000
The National Union Bank of Kinderhook	1	\$150,000
The Oneida Savings Bank	3	\$135,000
Legacy Banks	2	\$133,100
Adirondack Bank	2	\$106,600
Alliance Bank, N.A.	1	\$100,000
Pathfinder Bank	1	\$78,098
First National Bank of Scotia	2	\$75,000

Trustco Bank	1	\$75,000
The Adirondack Trust Company	4	\$67,000
Empower FCU	2	\$60,000
Tompkins Trust Company	1	\$50,000
Solvay Bank	1	\$45,000
Wilber National Bank	1	\$41,000
Citizens & Northern Bank	1	\$40,000
Superior Financial Group, LLC	3	\$32,500
KeyBank National Association	2	\$25,000
Bank of America, National Association	1	\$20,000
Total 7(a) Approvals	156	\$18,729,184

504 Loan Approvals

Empire State Certified Dev. Corp.	4	\$1,204,000
Greater Syracuse Business Dev. Corp.	3	\$1,129,000
Operation Oswego County, Inc.	3	\$288,000
Total 504 Approvals	10	\$2,621,000

504 Third Party Lenders

First Niagara Bank	2	\$1,325,000
Community Bank	2	\$1,017,500
Pathfinder Bank	2	\$236,510
NBT Bank	1	\$190,000
M&T Bank	1	\$172,500
Fulton Savings Bank	1	\$119,695
The Bank of Green County	1	\$100,000
Total Third Party Loans	10	\$3,161,205

Total 7(a) and 504 Loan Approvals 166 \$21,350,184